

The Psychology Of Judgment And Decision Making

Effective Decision Making
Decision Making and Action
Primer on Decision Making
Decision Management
The Consequences of Decision-Making
Rational Choice in an Uncertain World
Straight Choices
Smart Decisions
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The Theory of Choice and Decision Making
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Guide to Decision Making
You Are Your Decisions
Decision Making in Action
Judgment and Decision Making
Dynamics of decision making: from evidence to preference and belief
Clinical Reasoning and Decision-Making in Psychiatry
Lecture Notes in Computational Intelligence and Decision Making
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decisions and problems can often leave people with a dilemma knowing that a decision is required but uncertain how to ensure that it is the best one and that it will be successfully executed the paradox is that the very pressure for a decision often breeds indecisiveness think on your feet addresses this fundamental problem enabling you to find the best solutions and options avoid pitfalls managerisk work with people to ensure that decisions succeed and understand how you can improve the way you typically operate when making decisions

making a decision of any importance is never simple on the one hand specialists in decision theory do not come within the reach of most policy makers and secondly there are very few books on pragmatic decision that are not purely anecdotal in addition there is virtually no book that provides a link between decision making and action this book provides a bridge between the latest results in artificial intelligence neurobiology psychology and decision making for action what is the role of intuition or emotion what are the main psychological biases of which we must be wary how can we avoid being manipulated what is the proper use of planning how can we remain rational even if one is not an expert in probabilities perhaps more importantly for managers how does one go from decision to action so many

questions fundamental to the practice of decision making are addressed this book dissects all issues that arise almost daily for decision makers at least for major decisions drawing on numerous examples this book answers in plain language and imagery all your questions the final chapter takes the form of a brief reminder everything you have to remember to be a good decision maker

building on lecture notes from his acclaimed course at stanford university james march provides a brilliant introduction to decision making a central human activity fundamental to individual group organizational and societal life march draws on research from all the disciplines of social and behavioral science to show decision making in its broadest context by emphasizing how decisions are actually made as opposed to how they should be made he enables those involved in the process to understand it both as observers and as participants march sheds new light on the decision making process by delineating four deep issues that persistently divide students of decision making are decisions based on rational choices involving preferences and expected consequences or on rules that are appropriate to the identity of the decision maker and the situation is decision making a consistent clear process or one characterized by ambiguity and inconsistency is decision making significant primarily for its outcomes or for the individual and social meanings it creates and sustains and finally are the outcomes of decision processes attributable solely to the actions of individuals or to the combined influence of interacting individuals organizations and societies march s observations on how intelligence is or is not achieved through decision making and possibilities for enhancing decision intelligence are also provided march explains key concepts of vital importance to students of decision making and decision makers such as limited rationality history dependent rules and ambiguity and weaves these ideas into a full depiction of decision making he includes a discussion of the modern aspects of several classic issues underlying these concepts such as the relation between reason and ignorance intentionality and fate and meaning and interpretation this valuable textbook by one of the seminal figures in the history of organizational decision making will be required reading for a new generation of scholars managers and other decision makers

why do the people in some companies continually dazzle us with their brilliant decisions while those in others make one blunder after another do they understand their businesses better are they just plain smarter or is it all a matter of luck the answer says j frank yates is none of the above the real key rarely recognized is how the leaders manage the company s decision processes the leaders decision management practices drawing on his thirty years of research and experience as well as scholarship from psychology economics statistics strategy medicine and other fields to explain the fundamental nature of business decision problems yates highlights the ten cardinal decision issues crucial to managing the decision making process and ultimately better company decisions he covers problems ranging from recognizing whether a decision is actually called for to assuring that a preferred course of action will be implemented he shows how solid decisions result when managers ensure that deciders resolve every cardinal issue effectively for every decision problem facing the company he also reveals how conversely chronically poor decisions are traceable to managers allowing or even creating conditions that encourage deciders to fall short in how they address at least one of those critical issues

this book collects a wide range of the most important writing on decision making by one of europe s leading organization theorists brought together in one volume for the first time with an introduction from the author

the authors are highly respected as leading figures in the field of judgment and decision making there are many existing books on topics related to judgment and decision making but this book makes a unique contribution to this field because of its systematic and scholarly approach and its breadth of coverage robert goldstone indiana university reid hastie and robyn dawes are two of the most eminent researchers in the field i know these authors to be excellent writers and i have no doubt that their writing style will be suitable for my students william goldstein university of chicago in the new edition of this award winning text renowned authors reid hastie and robyn dawes compare and contrast the basic principles of rationality with actual behavior in making decisions this book explores theories and research findings from the field of judgment and decision making in a non technical manner using anecdotes as a teaching device intended as an introductory textbook for advanced undergraduate and graduate students the material not only is of scholarly interest but is practical as well new to this edition chapter introductions conclusions and cross references between chapters make the text more student friendly an abundance of examples from areas such as finance medicine law and engineering anchor concepts to the real world increased consideration of descriptive psychological models of decision making augment the original emphasis on normative rational expected utility theory models bring the book up to date balance among the three major approaches to judgment and decision making cognitive psychological analyses of mental processes and heuristics descriptive algebraic models of judgment and decision processes and rational models of decision making

should i have this medical treatment or that one is this computer a better buy than that one should i invest in shares or keep my money under the bed we all face a perplexing array of decisions every day thoroughly revised and updated throughout the new edition of straight choices provides an integrative account of the psychology of decision making and shows how psychological research can help us understand our uncertain world straight choices emphasises the relationship between learning and decision making arguing that the best way to understand how and why decisions are made is in the context of the learning and knowledge acquisition which precedes them and the feedback which follows the mechanisms of learning and the structure of environments in which decisions are made are carefully examined to explore their impact on our choices the authors then consider whether we are all constrained to fall prey to cognitive biases or whether with sufficient exposure we can find optimal decision strategies and improve our decision making featuring three completely new chapters this edition also contains student friendly overviews and recommended readings in each chapter it will be of interest to students and researchers in cognitive psychology behavioral economics and the decision sciences as well as anyone interested in the nature of decision making

today s world is complex and getting more so each day huge multinational corporations international crisis and fast breaking events require most people to make decisions on a daily basis without the tools to understand the long term impact that today s decision might create because most people have never really been trained in how to make important complex decisions most people rely on

experience and gut reaction which is okay for many decisions but not okay for decision that will have meaningful impact on organizations and individual decision makers need to develop the art and science of strategic decision making here professor thomas martin explains the need for decision makers to modify their thinking about how they deal with acquiring and analyzing information in each of the decision making process steps this approach requiring thinking modification will lengthen the process make it more complex and to some more arduous but the comprehensiveness of the new thinking approach should lead to improved and more effective decision making in this book dr martin presents a thinking modification framework that asserts that in the decision making process there are three situational states a current state future state and a transitional state that one must deliberate in finding a solution for each of these situational states martin develops an identical five step process to determine the best decision to make the steps of this process include change needing situational analysis challenge framing causal analysis generating solution ideas choosing a solution set implementation and aftermath planning this book will appeal to decision makers leaders and students of management who want a specific framework that details the process behind making strategic well informed decisions

the analysis of decision making under uncertainty has again become a major focus of interest this volume presents contributions from leading specialists in different fields and provides a summary and synthesis of work in this area it is based on a conference held at the harvard business school the book brings together the different approaches to decision making normative descriptive and prescriptive which largely correspond to different disciplinary interests mathematicians have concentrated on rational procedures for decision making how people should make decisions psychologists have examined how people do make decisions and how far their behaviour is compatible with any rational model operations researchers study the application of decision models to actual problems throughout the aim is to present the current state of research and its application and also to show how the different disciplinary approaches can inform one another and thus lay the foundations for the integrated analysis of decision making the book will be of interest to researchers teachers for use as background reading for a decision theory course students and consultants and others involved in the practical application of the analysis of decision making it will be of interest to specialists and students in statistics mathematics economics psychology and the behavioural sciences operations research and management science

this title looks at the nature of problems and decisions recognising defining and analysing the problem as well as classifying problems as operational tactical or strategic being able to recognise relative urgency and importance developing valid options and finding the best solution

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a comprehensive look at decision making practices and what can be done to eradicate errors designed to help companies in any industry make fewer mistakes the economist guide to decision making is an in depth look at the tools and techniques for preventing errors and improving efficiency exploring how and why decisions go awry in the first place what decision makers can do to counter the psychological social and other forces that can undermine individual judgment and pull organizations off course and highlighting often overlooked aspects of the science of decision making the book illustrates how mistakes really happen so that they can be better avoided drawing on examples taken from companies around the world including motorola emi and the london stock exchange as well as gold mines in south africa and food contamination scandals in china the economist guide to decision making thoughtfully considers how companies can be more effective and improve their decision making strategies presents new ways for companies to improve their decision making processes explains how decision making works and discusses the tools available for helping reduce the likelihood of errors draws on examples taken from companies around the globe decision making can never prevent mistakes entirely but a better understanding of how to improve practices and processes is invaluable for companies looking to increase their overall efficiency the economist guide to decision making leads the way

there are basically two categories of books on decision making one tells stories of how intuition guides decision making the other delineates a formal approach based on decision trees or matrices often impenetrable to real life decision makers this book combines the best elements of both perspectives in a way that can be easily understood by all who are struggling with complex decisions either as individuals or as organisations it demonstrates how intuition and psychological insights can be harnessed to design relevant models and decision strategies and describes how goals can be adequately formed and operationalised finally the book integrates these processes in an analytical framework for decision making

this book describes the new perspective of naturalistic decision making the point of departure is how people make decisions in complex time pressured ambiguous and

changing environments the purpose of this book is to present and elaborate on past models developed to explain this type of decision making the central philosophy of the book is that classical decision theory has been unproductive since it is so heavily grounded in economics and mathematics the contributors believe there is little to be learned from laboratory studies about how people actually handle difficult and interesting tasks therefore the book presents a critique of classical decision theory the models of naturalistic decision making described by the contributors were derived to explain the behavior of firefighters business people jurors nuclear power plant operators and command and control officers the models are unique in that they address the way people use experience to frame situations and adopt courses of action the models explain the strengths of skilled decision makers naturalistic decision research requires the examination of field settings and a section of the book covers methods for conducting meaningful research outside the laboratory in addition since his approach has applied value the book covers issues of training and decision support systems

the necessity of understanding and improving judgement and decision making is of central concern to researchers in a growing range of fields public policy law business medicine psychology engineering and others this book which presupposes no formal training brings together many of the most crucial articles on judgement and decision making carefully selected and organised together with section introductions and bridging commentary the variety of problems discussed is wide for example medical diagnosis marital conflict the camp david negotiations radiation risk and public health policy judgement and decision making an interdisciplinary reader constitutes an accessible introduction to this important body of work for students and teachers as well as for laypeople interested in the implications of the new findings for their own ways of judging and deciding

at the core of the many debates throughout cognitive science concerning how decisions are made are the processes governing the time course of preference formation and decision from perceptual choices such as whether the signal on a radar screen indicates an enemy missile or a spot on a ct scan indicates a tumor to cognitive value based decisions such as selecting an agreeable flatmate or deciding the guilt of a defendant significant and everyday decisions are dynamic over time phenomena such as decoy effects preference reversals and order effects are still puzzling researchers for example in a legal context jurors receive discrete pieces of evidence in sequence and must integrate these pieces together to reach a singular verdict from a standard bayesian viewpoint the order in which people receive the evidence should not influence their final decision and yet order effects seem a robust empirical phenomena in many decision contexts current research on how decisions unfold especially in a dynamic environment is advancing our theoretical understanding of decision making this research topic aims to review and further explore the time course of a decision from how prior beliefs are formed to how those beliefs are used and updated over time towards the formation of preferences and choices and post decision processes and effects research literatures encompassing varied approaches to the time scale of decisions will be brought into scope a speeded decisions and post decision processes that require the accumulation of noisy and possibly non stationary perceptual evidence e g randomly moving dots stimuli within a few seconds with or without temporal uncertainty b temporally extended value based decisions that integrate feedback values e g gambling machines and internally generated decision criteria e g when

one switches attention selectively between the various aspects of several choice alternatives c temporally extended belief based decisions that build on the integration of evidence which interacts with the decision maker s belief system towards the updating of the beliefs and the formation of judgments and preferences as in the legal context research that emphasizes theoretical concerns including optimality analysis and mechanisms underlying the decision process both neural and cognitive is presented as well as research that combines experimental and computational levels of analysis

mental health professionals routinely make treatment decisions without necessarily having an overarching perspective about optimal next steps this important new book provides them with reader friendly pragmatic strategies to approach clinical problems as testable hypotheses it discusses how to apply concepts based on decision analytic theory using risk benefit analyses contingency planning measurement based care shared decision making pharmacogenetics disease staging and machine learning readers will learn how these tools can help them craft optimal pharmacological and psychosocial interventions tailored to the needs of an individual patient the book covers topics such as diagnostic ambiguity interview technique applying statistical concepts to individual patients artificial intelligence and managing high risk treatment resistant or demanding and difficult patients valuable clinical vignettes are featured throughout the book to illustrate common dilemmas and scenarios where the relative merits of competing treatment options invite a more iterative than definitive approach for all healthcare professionals who prescribe psychotropic medications

this book is devoted to current problems of artificial and computational intelligence including decision making systems collecting analysis and processing information are the current directions of modern computer science development of new modern information and computer technologies for data analysis and processing in various fields of data mining and machine learning creates the conditions for increasing effectiveness of the information processing by both the decrease of time and the increase of accuracy of the data processing the book contains of 54 science papers which include the results of research concerning the current directions in the fields of data mining machine learning and decision making the papers are divided in terms of their topic into three sections the first section analysis and modeling of complex systems and processes contains of 26 papers and the second section theoretical and applied aspects of decision making systems contains of 13 papers there are 15 papers in the third section computational intelligence and inductive modeling the book is focused to scientists and developers in the fields of data mining machine learning and decision making systems

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